

Message Text

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ACTION NEA-06

INFO OCT-01 SS-14 ADP-00 NSC-10 NSCE-00 CIAE-00 INR-10

NSAE-00 RSC-01 PM-03 DODE-00 COME-00 TRSE-00 L-02

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P 210910 Z JUN 73

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC PRIORITY 6953

C O N F I D E N T I A L KUWAIT 2164

LIMDIS

FOR NEA/ ARP

E. O. 11652: GDS

TAGS: PINS, BFOL KU

SUBJ: GTE/ SYLVANIA INTEREST IN SELLING POLICE EQUIPMENT

1. WALTER EDGINGTON OF GTE/ SYLVANIA TELEPHONED EMBOFF FROM WASHINGTON TO EXPRESS INTEREST IN SELLING DIGITAL COMMUNICATIONS TERMINAL TO KUWAIT POLICE. EDGINGTON EXPLAINED RICHARD PLAMONDON OF GTE/ SYLVANIA WOULD BE TRAVELLING TO UK AND ABU DHABI AND ZOULY

LIB VISIT KUWAIT JUNE 22-25. PLAMONDON INTENDS BRING TERMINAL UNIT WHICH APPROXIMATELY SIZE OF TYPEWRITER AND SMALL TV. EDGINGTON ASKED EMBASSY ASSISTANCE IN GETTING VISA AND CLEARING UNIT THROUGH CUSTOMS.

2. EMBASSY DOES NOT NORMALLY GET INVOLVED WITH VISAS OR CUSTOMS CLEARANCES FOR BUSINESSMEN COMING TO KUWAIT FOR COMMERCIAL PURPOSES. WE WOULD PREFER TO HAVE GTE/ SYLVANIA ARRANGE THESE MATTERS THROUGH LOCAL REPRESENTATIVES. FYI LEADING MERCHANT ADVISED EDGINGTON TO COME FOR PURPOSE DEMONSTRATING UNIT AND WE SEE NO REASONS WHY MERCHANT CANNOT MAKE NECESSARY ARRANGEMENTS. END FYI

3. REGARDING PROSPECTS FOR POTENTIAL SALE WE NOT SURE MININT
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SHAIKH SAAD WILL WANT WHAT WE UNDERSTAND IS RATHER SOPHISTICATED DEVICE WHICH MAY REQUIRE EXPATRIATES TO OPERATE. FURTHERMORE LOCKHEED MAY BE ON VERGE SIGNING TURN- KEY CONTRACT SOON, AND THEREFORE PROBABLY WOULD BE BETTER FOR PLAMONDON TO SEE LOCAL LOCKHEED REPS RATHER THAN FOR HIM TO SEE KUWAITI POLICE OFFICIALS. MOREOVER, IF GTE/ SYLVANIA TRIES TO SELL SOPHISTICATED EQUIPMENT TO KUWAITI POLICE AT THIS JUNCTURE IT POSSIBLE THAT LOCKHEED ARRANGEMENT WHICH MUCH BROADER IN SCOPE COULD BE JEOPARDIZED AND KUWAITI POLICE WILL BECOME CONFUSED OVER CONFLICTING CLAIMS.

4. EMBASSY NOT TRYING PREVENT GTE/ SYLVANIA ATTEMPT MAKE SALE ITS EQUIPMENT, BUT CONSIDERING SENSITIVE AREA OF ACTIVITIES AND FACT THAT SOMEWHAT MORE COMPLICATED AND IMPORTANT DEAL CURRENTLY AT DELICATE STAGE OF NEGOTIATIONS, WE THINK COMPANY SHOULD PLAN STRATEGY CAREFULLY KEEPING IN MIND LONG TERM COMMERCIAL INTERESTS HERE.

5. ACTION REQUESTED: DEPARTMENT REQUESTED PASS GIST THIS MESSAGE TO EDGINGTON AND REQUEST HE RELAY ESSENTIAL POINTS TO PLAMONDON. ALSO BELIEVE GTE/ SYLVANIA REPS WHO COME TO KUWAIT SHOULD DISCUSS MATTER FIRST WITH EMBASSY AND LOCKHEED REP BEFORE SEEING GOK POLICE OFFICIALS.
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*** Current Handling Restrictions *** LIMDIS

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